



Teaming with Prime Contractors

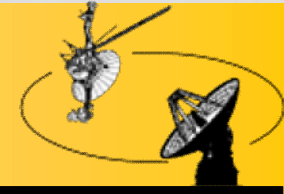
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► Advantages

- Long-term business relationship
- Growth platform for future proposals

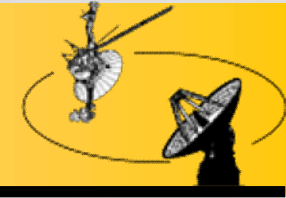
► Disadvantages

- Puts all your eggs into one bidder's basket
 - If your team mate loses, you lose too
- DCAA audit, formal proposal preparation, and other documentation requirements



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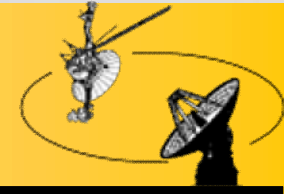
- ▶ **Get in *early***
 - ▶ Teaming Agreements made early in proposal preparation process
 - ▶ Difficult to get on board after contract award

- ▶ **You have a lot of competitors out there**
 - ▶ What sets you apart?
 - ▶ What can you bring to the fight?
 - ▶ Prime contractors need to know you are out there
 - ▶ Focus on your core competencies



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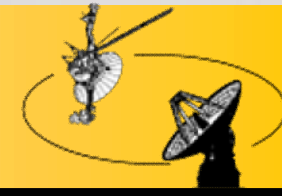


- ▶ **Review Solicitations/Statements of Work thoroughly, and target those areas:**
 - ▶ Where your capabilities are the strongest [core competencies]
 - ▶ Where you feel you can genuinely improve prime's performance
- ▶ **Consider joining forces with another small business [better package deal]**
- ▶ **Do not over-commit—spreading resources too thin can result in poor performance**



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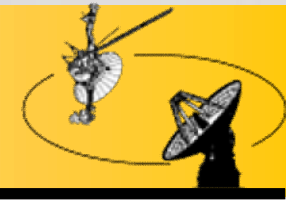
► Be specific

- Instead of saying, “Our company had a contract for NASA,” say, “We provided the lenses for the Hubble Telescope.”



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Remember:

- ▶ Prime contractors want you on their team; it is a win-win-win situation for you, the prime contractor, and the U.S. Government
- ▶ The “Prime picks you and you pick the prime”

